

# Outline Of An Acquisition Strategy

## ***I. Requirement***

**A. Summary description**

**B. Identification of authoritative source documents**

(e.g., Operational Requirements Document (ORD), Acquisition Program Baseline (APB)).

**C. Status of requirement definition**

(e.g., not yet complete; complete and current; being revised)

## ***II. Program Structure***

**A. Summary Diagram**

**B. Acquisition Phases**

***1) For each phase***

a. Name

b. What is to be accomplished

***1) Exit Criteria***

***2) Maturity of system design and system specification at end of phase***

***3) Other products of phase***

c. Critical events (e.g., design reviews; tests)

***2) Concurrency***

## ***III. Risk Assessment***

## ***IV. Approach to Managing Program Cost and Performance***

**A. Establishing cost objectives**

**B. Managing Tradeoffs between Cost and Performance**

***1) Anticipated evolution of trade space***

***2) How tradeoffs will be encouraged***

3) *Government role in managing or approving tradeoffs*

V. **Program Management**

A. **General Philosophy and Approach**

B. **Responsibilities**

C. **Resources**

1) *Funding*

2) *Staffing*

a. Government

b. Contractor support

D. **Internal Controls**

E. **Tailoring and Streamlining Plans**

1) *Requests for relief or exemption from requirements*

2) *Other tailoring or streamlining plans*

VI. **Support Concept and Strategy for Implementing It**

VII. **Business and Contracting Strategy**

A. **Industry Involvement in the Program to Date**

B. **Competition**

1) *Market Research Conducted and/or Planned*

2) *Potential Sources*

3) *Plans for Full and Open Competition, or Reasons and Plans for Other than Full and Open Competition*

C. **Contracting Strategy**

1) *Major Contract(s) Planned*

2) *Contract Structure*

- a. Basic Contract (what it buys; how major deliverable items are defined)
- b. Options, if any

3) ***Contract Type***

- a. Basis for selection (in terms of FAR Part 16)
- b. Linkage to program risk assessment

4) ***Incentives***

- a. Cost Control
- b. Meeting or exceeding program cost objectives
- c. Performance
- d. Other

5) ***Special Contract Terms and Conditions***

**D. Component Breakout**

**VIII. Other Important Considerations**

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